

## System of Warehouses

## What It Should Be

No. 1—Type of Warehouse Organization

**EDITOR'S NOTE:** This is one of a series of articles by J. M. Workman who is serving the U. S. Department of Agriculture, Bureau of Markets as Specialist in Warehouse Construction and also as Engineer for the N. C. Department of Agriculture. His work includes the preparation of warehouse plans without charge, but in cooperation with local architects, and general assistance in forming warehousing organizations.

The time has come when the farmers of North Carolina are in a position to become independent in the growing and marketing of their crops. The recent years of prosperity have seen sufficient accumulation of capital in the hands of the farmer to enable him to place his production and marketing on a sound business basis. Upon his doing so depends in a large measure his hold upon future prosperity. The first requisite for business organization among farmers is their control of such storage facilities as will enable them to market their products. The erection of storage warehouses under local and efficient management is the key to the marketing problem of the farmer.

In providing storage facilities the local company must not only recognize the importance of providing physical protection of the product to be stored, but must also see that the organization is of such strength and development along business lines that the patron of the company will be assured every reasonable facility for financing his products in storage. Upon this depends the ability of the farmer to sell when market conditions and his own situation render disposal of his crop most advantageous to him. This activity of the warehouse company must not cease with the provision of physical protection of the products and financial protection of their owner, but should be so constituted that the warehouse may serve as a place of business for its patrons, enabling them both individually and collectively to negotiate the most advantageous sales. It is not advisable, however, that the warehouse company engaged in the actual purchase and sale of commodities should be so constituted.

Advantageous marketing may be accomplished simply by the assembly of a large quantity of local products and by extending invitations to buyers in this large quantity of local products and by attending invitations to buyers. In this service the warehouse management may act as sales agent for its patrons, making sales continuously for an extended period when a number of buyers are invited to be present. Perhaps still more advantageous sales may be made through the formation of local cooperative marketing associations incorporated under the laws of the state, or intermediate between these methods several individuals may club together and jointly arrange for sales of their products. Where such systems are followed it is not unusual for farmers to secure prices materially above market quotations, and often to effect sales where otherwise they could not individually secure a market.

An important point for consideration in selecting a building design or type of construction is the factor of depreciation. Yet this is a consideration which is all too often overlooked. It should be remembered that deterioration sets in the moment a building is erected. The effect of time may be so slow as to be entirely overlooked, but it must be remembered that every building constructed of reinforced concrete the depreciation cost may be easily as low as 2 percent. These sums should be considered as a part of the operating cost just as much as the item of labor or repairs.

While the natural inclination of the layman in considering warehouse plans is to think of the kind of building he will have a moment's reflection will show that this is a matter for secondary consideration. Important though it is, he should first consider the character of service the warehouse company will render and the scope of its organization.

In some sections of the country small local warehouses have sprung up, which substantially are privately owned and privately operated. Such warehouses meet the first requisite for cotton storage in that they afford physical protection, but as a practical matter, individual ownership and operation affects very adversely the financial service which such warehouses may render. The necessarily small scale of operation renders adequate fire protection with low insurance rate impracticable. The operating expenses of such warehouses may, of course, vary from a negligible to an extremely heavy charge, depending upon how closely the warehouse affords service only to the individual who owns it.

Next comes the small town warehouse having a storage capacity of perhaps two to five thousand bales of cotton, operated by a corporation, individual or partnership under such conditions that its receipts issued under the State or Federal supervision may be satisfactory for security purposes. However, this warehouse, in many instances, cannot afford such fire protection as will enable it to get insurance rates sufficiently low to make the storage of cotton profitable to producers, but chief of all handicaps is that of necessarily high overhead expenses of operation with the resulting tendency toward inferior service.

Neither of these warehousing plans afford any reasonable degree of marketing service or facilities, nor can it be expected that they may be able to develop very far in this direction, for reasons so obvious that I need not mention them.

Contrasting sharply with these types of warehouses is the concentration warehouse, where they may

readily be secured the combined advantages of low insurance, low overhead expenses, a minimum of fluctuation in storage and a maximum of service in marketing. Notwithstanding these advantages the farmer has not been benefited by concentration warehouses as he might for the reason that they have been usually in no sense operated for his benefit. Moreover, their operation in many instances has been so necessary and profitable from a mercantile standpoint that insurance rates have been to a large extent overlooked, and poor engineering renders many of these plants uneconomical, both in respect to insurance and labor costs in operation. Where such warehouses operated by and in the interest of the farmer, they would doubtless prove a most perfect machine, combined with the plans of the American Cotton Association for marketing corporations.

Notwithstanding all these advantages which I have pointed out for the concentration warehouse, it is in the writer's judgment a practical impossibility at the present time. The cotton producer feels that he has suffered such abuse at the hands of unscrupulous dealers that he is reluctant to be far separated from his cotton. Therefore, we are forced to recognize the fact that if the farmer is to warehouse his cotton, warehouses must be near at hand, operated by those whom he knows and has confidence in.

The plan of warehouse organization which serves best the farmers of North Carolina combines the advantages of all these plans mentioned. This plan will be discussed in the next of this series of articles.

J. M. Workman,

## Larger Exports, Smaller Imports

An increase of \$55,000,000 in exports, but a decrease of \$64,000,000 in imports in May as compared with April is shown in a statement issued today by the Bureau of Foreign and Domestic Commerce, Department of Commerce.

The exports in May amounted to \$739,000,000 against \$686,000,000 in April of this year and \$604,000,000 in May of last year. For the 11 months ended May, 1920, the exports were \$7,474,000,000 against \$6,304,000,000 in 1919.

The May imports amounted to \$631,000,000, as compared with \$498,000,000 in April and \$329,000,000 in May of last year. For the 11 months ended May of this year, imports were \$4,686,000,000 against \$3,205,000,000 in the same period of last year.

The imports of gold in May amounted to \$16,000,000, a considerable decrease from the \$49,000,000 for April. For the 11 months ended May of this year, imports of gold amounted to \$324,000,000, compared with \$36,300,000 in the same period of last year. The May exports of gold were the smallest in the last 12 months, amounting to \$8,000,000 against \$45,000,000 in April. For the 11 months of this year, the gold exports were \$461,000,000 against \$34,000,000 last year.

No important change is shown in the imports of silver, but the exports in May, amounting to \$2,000,000, were smaller than in any month for several years. For the 11 months of this year, the silver exports were \$173,000,000 against \$280,000,000 in the same period of last year.

## GALA DAY FOR VISITORS TO DARLINGTON JULY 5

Darlington is going ahead at a lively rate to have the largest July celebration ever held in that progressive city. For many years "before the war" which now means the World War—the public-spirited citizens of Darlington, celebrated the Fourth of July, and the attendance came from all adjacent counties, and was unusually large.

This year the celebration will be held Monday, July 5th, and many progressive steps will be added to the attractions which formerly brought such a large number of visitors to the city.

First of all, the business men, and the entire community, backed by the Chamber of Commerce, have determined to have everything absolutely free. A program which includes continuous and varied performances from early morning until late at night has been arranged, and it is impressed upon all prospective visitors that they will be the guests of the town, with no charge for any of the attractions.

Special attention is called to the fact that horse racing will be a marked feature of the celebration, as this has always been; music will not stop during the day, and an orchestra will continue the music for open air street dancing as late at night as the dancers care to trip the light fantastic; moving pictures, carnival attractions, and distinguished visitors will all add to the pleasures of the occasion, when the town and community generally will be the committee on hospitality. Several humorous features will emphasize this part of the program. Do not forget that everything will be absolutely free.

## Bryan Makes Great Address

## Says No Candidate Will Be Nominated That Oppose Prohibition

Greatfalls, Mont., June 23.—William J. Bryan, in an address here last night declared that no candidate who stood against the policy of prohibition should be nominated at San Francisco.

## Large Fire in Baltimore

Baltimore, June 23.—Two fires last night and this morning in the business district caused a loss of \$1,500,000.

## Meeting of City Council

## New Manager Makes Many Recommendations, May Raise Telephone Rates

## Salaries of City Employees Raised

A regular meeting of the city council was held in the council rooms, Tuesday evening, at 6 o'clock. Mr. I. C. Strauss, appeared before the council and asked for permission to increase the telephone rate for the city of Sumter. He left figures to be examined by the council showing the past earnings and expenses of the company. Action on this request will be taken at a later date.

The Ordinance to declare the result of an election to determine whether or not the City of Sumter should issue bonds for the purpose of constructing or purchasing and improving an Electric Light plant and to authorize the issuance of three hundred fifty thousand dollars in bonds for purchasing and improving an Electric Light Plant and to provide a sinking fund therefor, received its first reading.

A resolution was adopted authorizing a loan of \$15,000 from the Fidelity Fire Insurance Company.

Mr. Howard Stillwell, the new city manager, appeared before the board and discussed some matters that affect the welfare of the city. He took up the matter of the recent purchase of the motor fire equipment and showed that this will mean a material increase in the fire protection facilities of the city. The Southeastern Underwriters Association has rendered a report to the city regarding the present status relative to fire fighting facilities and recommended improvements along all lines, and particularly the water supply system. This work can be accomplished without any great cost to the city and if done it will materially decrease the basis of insurance rates. It was recommended by the city manager that a new smoke stack be constructed at the city pumping station. The old one was destroyed several years ago and has greatly decreased the plant's efficiency. The proposition was approved by the council. It was recommended that an additional boiler be installed at the water work pumping station. This will be an auxiliary unit and will be used in case of break down of the present equipment. This is a much needed adjunct as the station is operated by steam and has only one boiler at the present time. It is the purpose of the city managers to install a meter at the pumping station which will indicate the exact amount of water that is being used by the city of Sumter, and form a basis whereby the detailed cost of operation of the plant may be ascertained. It was recommended to the council that two tennis courts be constructed at Memorial Park. These courts will be of great benefit to the general public, as a means of pleasure and recreation. The matter will be further considered by the council and the city manager would be glad to get the views of the public on this question.

It was also decided to furnish the police department with a Ford car to increase the efficiency of this department. The city manager took up the matter of having complete maps made of the water works, sewerage, storm water drainage, and fire alarm systems. These maps will be brought up to date and will show these systems in detail. It was pointed out that the present system of fire

alarms was inadequate for a city the size of Sumter. Immediate steps are to be taken to remedy this situation and the alarm system will ultimately be put in first class shape. Authority was given Mr. Stillwell to have the fire alarm boxes throughout the city repainted. Authority was granted by the council and work will proceed in opening up Commerce street. This will facilitate the handling of ice from the Sumter Ice and Fuel company and will relieve the congested traffic in that section of the town. Several salary increases were made by the council. Mr. W. W. McKagen, water works superintendent will receive \$175 per month and Mr. R. B. Jennings will receive \$175 per month. These salaries start June 1. The council decided to reimburse Mr. W. T. Brown, former city manager, for his service from June 1, to 15, Mr. J. W. Brunson takes office as city clerk and treasurer July 1, at a salary of \$200 per month. A bill for \$3000 presented by Gilbert C. White, consulting engineer for the new electric light plant and a bill for a mower for Memorial Park were ordered paid. The council then adjourned.

## Villa the Only Malcontent

## Reports of Revolts in Mexico Officially Denied

Mexico City, June 23.—Revolts reported in various parts of the country are officially denied in the foreign office statement which says that with the exception of the Villa movement in Chihuahua, the country is peaceful.

## Representative At Brussels

## United States To Have Observer at Inter-Allied Conference

Washington, June 23.—The United States may have an Observer at the Inter-Allied Conference at Brussels, July 2nd it is stated at the State Department, but a final decision has not been made.

## Northern Baptists Convene

## Annual Meeting in Progress At Buffalo

Buffalo, June 23.—The thirteenth annual meeting of the Northern Baptists Convention opened here today. The annual reports of the officers and committees formed the days program.

## Food Riots in Germany

## Clashes Between Police and People Demanding Bread

Berlin, June 23.—Several are reported to have been killed at Ulm Wuertemberg during the riotous demonstrations against the high cost of food. Similar demonstrations are reported in other parts of Germany. Many clashes occurred between the police and demonstrators.

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Teachers, Officers, Assistants—120.  
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Ten Degree Courses in: Agriculture, Architecture, Chemistry, Chemical Engineering, Civil Engineering, Electrical Engineering, Textile Industry, Industrial Education, General Science.  
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## SUMMER SCHOOL

June 14 - July 24

Agricultural Teachers  
6 weeks course—June 14-July 24.  
4 weeks course—June 28-July 24.  
Cotton Grading Course  
Begins June 14 and continues for about four weeks.  
College Make-Up Courses  
Courses for Removal Entrance Conditions  
June 14-July 24.  
Club Boy's Courses  
July 13-July 23.

## SECOND HOME COMING

July 30, 31, and Aug. 1.

All graduates and ex-students are urged to attend this gathering of "Tigers" at the old Lair! You will be quartered in Barracks, so bring sheets, towels, etc. as you did when you were a cadet.

We can accommodate only 1000 in Barracks and will reserve space in order of the applications received.

## Value of a College Education

There was never a time when expert knowledge was so highly prized and so highly compensated.

High wages for untrained labor will tempt many a young man to discount the value of a college education. But such an education, representing the work of four years, viewed merely as an investment of time and money, is equal in earning capacity to an estate of more than \$50,000.

What estate comparable with this can the parent of average means hope to give or leave to his son? What young man can acquire that much value in the same time at any other business?

Education fits one for a life whose possibilities are limited only by his capacity and character. Eventually for the untrained there awaits the slavery of ignorant and undirected effort.

Clemson College brings within the reach of every young man in South Carolina the benefits and possibilities of a technical education. At Clemson College a boy from the humblest home in South Carolina can prepare himself for a high place in the service of his state and nation.

W. M. RIGGS, President.

## PUBLIC SERVICE

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Florence, S. C.  
Coastal Plain Experiment Station  
Summerville, S. C.

Call on these agencies for assistance.

## SCHOLARSHIPS AND EXAMINATIONS

The College maintains 170 four-year scholarships in the Agricultural and Textile Courses and 52 in the One Year Agricultural Course (October 1 to June 1). Each scholarship is worth \$100.00 and free tuition.

Scholarship and entrance examinations are held at the county court houses at 9 A. M., July 9th. Write for full information in regard to the scholarships open to your county next session, and the laws governing their awards.

Those who are not seeking to enter on scholarships are advised to stand examinations on July 9th, rather than wait until they come to the College in the fall. Credit will be given for examinations passed at the county seat.

For Full Information Write or Wire The Registrar, Clemson College, S. C.

DO NOT DELAY, YOU MAY BE CROWDED OUT. APPLICATIONS WILL BE CONSIDERED IN THE ORDER RECEIVED.